

NATALIE LUMBAR

Charlotte, NC 29212 • 999.999.9999 • natalie.lumbar@gmail.com • linkedin.com/in/natalielumbar

Chief Operations Officer (COO)

Wholesale Distribution & Manufacturing

TOOLS FOR TRANSITION SAMPLE RESUME

Uniquely qualified executive with 20+ years experience building and aligning organizations to achieve profitability and excellence. Well-rounded, diversified industry resource who leverages business, technology, and financial expertise to grow revenue, streamline operations, reduce costs, and facilitate overall growth.

Most recently successfully managed a multiple core supply chain for a \$60M manufacturer, administered multi-million dollar budgets, and optimized employee engagement across 300+ workers, Directors, and union members. Drove implementation of \$10M in IT investments for a \$1B global manufacturer. Speaks fluent French and Italian.

AREAS OF EXPERTISE

Executive Leadership:

Operations Management

IT Infrastructure / Applications

Staffing / Team-Building

Change Management

Strategic Planning

Sales / Marketing

Supplier / Vendor Management

Product Launch/Rollout

Budgeting / P&L / Forecasting

Project Management

Contract Negotiation

SOX Compliance

Manufacturing:

Supply Chain Management

Standard Costing (PPV) Systems

Merchandising & Production

Retail Store Openings

Retail & Consumer Product Goods

Procurement / Purchasing

Import Regulatory Compliance

License Revenue Management

Lean Manufacturing

Logistics / Distribution Centers

Inventory Control

Quality Assurance / Control

PROFESSIONAL EXPERIENCE

Confidential Apparel Corporation, Charlotte, NC

2004 – Present

\$60M manufacturer, sales, and distribution of high fashion men's apparel.

VICE PRESIDENT, Supply Chain, Planning, and Operations

Supply leadership and oversight of a 300-member employee/union workforce (470 at peak). General advisor to CEO and Board of Directors for all sales, operational, and IT activities. Established performance metrics for sales trends, inventory, GMROI, order backlog, and retail planning.

Supply Chain & Planning: Devise strategies to optimize inventory, maximize cash and pay off debt. Developed a comprehensive sales and margin planning methodology. Manage five Merchandising and Production employees (one Director) and \$500K expense budget for developing finished goods prototypes.

Logistics: Manage two Distribution Centers and Imports (one outsourced, one in-sourced), each with a Director, staff of 14, and a \$2M budget.

Operations: Oversee IT infrastructure with VoIP phone system, MPLS WAN, RF technology, and AS/400, Cognos, SQL eServer, and Web-based applications for manufacturing, warehouse management, performance reporting, and eCommerce. Manage two Directors and \$1.7M expense / \$1M capital expenditure budgets.

Migrated outsourced Distribution Centers to in-house model, saving \$400K+ annually with minimal disruption to business operation. Oversaw ROI analysis, physical capacity plan / layout, warehouse movement, and automation.

TOOLS FOR TRANSITION SAMPLE RESUME

Confidential Apparel Corporation

VICE PRESIDENT, President, Supply Chain, Planning, and Operations (continued)

- Brought inventory levels down by 50% by overseeing an \$800K project. Reduced inventory by \$2M through deployment of supply chain systems for planning, budgeting, purchasing, and production.
- Reduced manufacturing costs by \$2M in three years by establishing a standard cost system.
- Spearheaded development of a data warehouse to track daily budget & actual performance, and analyze financials, sales, and planning at an executive level.
- Implemented retail systems at five outlets to manage performance of sales, margins, and expenses.
- Created “right-sizing” strategy for exiting businesses.

Confidential Company, Charlotte, NC

1996 – 2004

\$1.5 global manufacturer, sales, and distribution of high fashion men’s and women’s apparel.

DIRECTOR, Application Development – Logistics Systems

Developed strategic plans to automate operations and maximize \$15M investment over four years. Led team of 15 business analysts, EDI administrator, distribution analyst, programmers, and trainers. Worked closely with CEO.

- Implemented ERP system across wholesale business, distribution centers, and factories. Automated product development, planning, order entry, purchase of raw materials, and finished goods.
- Improved global factory procedures and systems in Mexico, Canada, and Italy.
- Designed physical distribution sites to enhance capacity planning, receipt throughput, shipment throughput, technology performance, RF barcode scanning, flow of goods, and inventory levels.
- Saved \$800K by upgrading financial applications for A/R, G/L, credit, discounts and allowances.
- Instituted help desk and core IT systems, including SAP, EDI, WMS, and a POS performance database.

EARLY CAREER

KPMG Peat Marwick (confidential client)

Management Consultant

Confidential Company:

Team Leader, Application Architecture & Support

EDUCATION

Bachelor of Fine Arts, Computer Science & Applied Mathematics

- ✓ Queens College, City University of New York